

New Richmond Area Ambulance Service  
Board of Directors Meeting  
Wednesday October 24, 2018

**Call to Order:** The meeting was called to order by Chairman Steve Lewis at 6:00pm.

**Roll Call:** Members present- Steve Lewis, John VanDyke, Jim Peirson, Randy Zemke, Ron Volkert, Craig Kittle, Jim Jackson, Barry Ausen, Dan Scheeringa, Gene Hanson and Jerry Croes.

Members Absent: Willard Moeri, Randy Olson

Others present: Matt Melby, Director NRAAS, Bill Alms, Greg Kerola

**Approval of Agenda:** Motion to approve the agenda as distributed was made by Barry Ausen and seconded by Craig Kittle. Motion carried

**Approval of Minutes:** Motion to approve the August 15, 2018 minutes was made by Craig Kittle and seconded by Jim Jackson. Motion carried.

**St. Croix EMS Opportunity:** Melby discussed a meeting he was invited to in Hudson regarding the St. Croix EMS situation and possible options/solutions. Bill Alms and Greg Kerola discussed the situation they are having and that a possible solution to keep the ambulance service a local community service was to join the NRAAS Association. After multiple questions and lengthy discussion the board directed Melby to do an analysis of both services as separate and then a combined model to determine if it would be fiscally prudent to move forward with discussions.

**Financial Report:** Melby reported for 2018 through September 2018.

The 2018 report shows Patient Billables and Revenue continue to be well above budgeted expectations. Expenses are 7.5% higher than budget due to various reasons. Cash balance is strong and the service is at 118 days cash on hand. The service remains in a strong financial position. After the loan of \$60,000 from SCEC was applied to the First National ambulance loan we now have a balance of \$133,400 which should be paid off in 36 months.

**2019 Budget update for capital:** Melby discussed a few updates to line items for the 2019 Budget. Phones/Cell phone line item will be off by about \$1000 due to changing to smart phones on the rigs rather than the older flip phones. Zoll cardiac monitors came in at a better price than expected but pay off went from four years to three years. SCEC loan for the ambulance re-mount will be a three year pay off but will not start until January of 2020. Health Benefits for the status employees is going to see a 21% in premiums. This was still a better option than other carriers as they were an even higher increase in premiums.

**Operations Report:** Call numbers were discussed for the year and compared to last year. 2017 and 2018 numbers are still very similar and it appears as the call volume has leveled out. Municipal usage was briefly discussed. Payer mix is at 27% commercial insurance/11% Medicaid/55% Medicare/7% private pay. While commercial insurance is 27% of our patient transports, it makes up 70% of our revenue. Equipment is running well, the new rig is in service and is functioning properly. Station is well. Staffing is very good for paramedics, but now getting EMTs for days of the week is a challenge. The Power Medic Shift has been implemented and it has been working well. Billing for 2019 will see a 5% increase in base rates for residents and a 10% increase for non-residents.

**Calendar Raffle Fundraiser:** The staff will be doing a raffle calendar fundraiser for 2019. One of the new Paramedics had been part of this in another service and it was greatly successful. Star Prairie Lions Club was gracious enough to sponsor this fundraiser and is allowing the service to utilize their raffle license number. Calendars will be \$20 each.

**Announcements:** None made

**Next Board Meeting date:** March 27, 2019, 6pm

**Adjournment:** Motion to adjourn by Jim Jackson and seconded by Jerry Croes. Meeting adjourned at 7:20pm